

Message Text

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PAGE 01 STATE 064583

ORIGIN EA-09

INFO OCT-01 ISO-00 FEA-01 ERDA-05 AID-05 CEA-01
CIAE-00 COME-00 DODE-00 EB-08 FPC-01 H-01 INR-07
INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-04 USIA-06
OES-06 SP-02 SS-15 STR-04 TRSE-00 ACDA-07 PA-01
PRS-01 /099 R

DRAFTED BY EA/IMS:ARDORNHEIM:CCH

APPROVED BY EA/IMS:EDWARD C. INGRAHAM

-----250506Z 074148 /21

R 232116Z MAR 77

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

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E.O. 11652: N/A

TAGS: ENRG, ID

SUBJECT: CARBON BLACK SALES

REF: A. STATE 56314 B. JAKARTA 3205

1. NEW PROBLEMS. PORTNER REPORTS THAT ITEC OIL SALESMAN (JOSEPH DEMME) "CAME ON STRONG", REPRESENTING ITEC AS LARGE MARKETING COMPANY DISTRIBUTING PERTAMINA PRODUCTS, AMONG OTHERS, ALL OVER WORLD. CONTRACT TO BUY 140,000 POUNDS OF PERTAMINA CARBON BLACK WAS SIGNED WITH ITEC, RATHER THAN WITH PERTAMINA ITSELF, AS REF B SEEMED TO SUGGEST. WHEN PORTNER'S BANK WENT TO OPEN L/C WITH BANK DESIGNATED BY ITEC (CHICAGO NATIONAL), IT WAS TOLD ITEC'S BALANCE WAS ONLY IN HIGH THREE RPT THREE FIGURES AND REFUSED TO TAKE RISK OF OPENING L/C. FURTHER CHECK WITH ITEC'S BANK IN BARRINGTON, ILLINOIS (FIRST NATIONAL BANK)
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PAGE 02 STATE 064583

DISCLOSED SAME MODEST ACCOUNT LEVEL. DEMME EVEN OFFERED TO SELL PORTNER 50 TONS MONTHLY OF PERTAMINA CARBON BLACK ON REGULAR BASIS.

2. ABOVE WOULD SUGGEST THAT ITEC'S "GOOD RAPPORT" WITH PERTAMINA MAY NOT LAST LONG. CAN EMBASSY CONFIRM WITH PERTAMINA THAT 140,000 POUNDS IS STILL AVAILABLE FOR SALE

TO PORTNER? SHOULD PURCHASE BE MADE DIRECTLY WITH PERTAMINA;

IF SO, SHOULD PORTNER CONTACT DIRECTORATE FOR PROCESSING
OR FOREIGN MARKETING SUBDIRECTORATE IN DIRECTORATE FOR
GENERAL AFFAIRS? OR SHOULD PURCHASE BE MADE THROUGH
FOREIGN REPRESENTATIVE; IF SO, WHO?

3. DOES EMBASSY HAVE ANY ADDITIONAL INFORMATION ON
ITEC OIL THAT MIGHT HELP PORTNER AND HIS BANK GET A
FULLER ASSESSMENT?
VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONTRACTS, CARBON
Control Number: n/a
Copy: SINGLE
Sent Date: 23-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE064583
Document Source: CORE
Document Unique ID: 00
Drafter: ARDORNHEIM:CCH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770102-0401
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770329/aaaaazif.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 215c20b3-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 56314
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 10-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3017253
Secure: OPEN
Status: NATIVE
Subject: CARBON BLACK SALES
TAGS: ENRG, ID, PERTAMINA, ITEC
To: JAKARTA
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/215c20b3-c288-dd11-92da-001cc4696bcc
Review Markings:
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